



**Chesterfield County, Virginia**  
**Community Development**

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**MILLARD D. STITH, JR.**  
Deputy County Administrator

December 28, 2005

Mr. Kirby M. Bowers  
County Administrator  
Loudoun County  
P. O. Box 7000  
Leesburg, VA 20177

Dear Mr. Bowers *Kirb*

It was great talking to you concerning the 2007 NACo Conference. We are really excited about this upcoming event that will attract over 5,500 conventioners to our state.

Elected and appointed officials and their families will come to our city. I am pleased that you will assist in asking your Board of Supervisors to provide \$15,000 from Loudoun County toward this conference.

Please make your check payable to Conferences Inc. and send to me at P. O. Box 40, Suite 501, Chesterfield, VA 23832.

Sincerely,

A handwritten signature in dark ink, appearing to be "Pete", written over a horizontal line.

M. D. "Pete" Stith, Jr.  
Deputy County Administrator

MDS:gl

cc: Lane B. Ramsey, Chesterfield County Administrator  
Virgil Hazelett, Henrico County Manager  
William Harrell, Richmond City Manager  
James D. Campbell, CAE, VACO  
Cecil R. Harris, Jr., Hanover County Administrator  
Marilyn Blake, Hanover County Assistant Administrator

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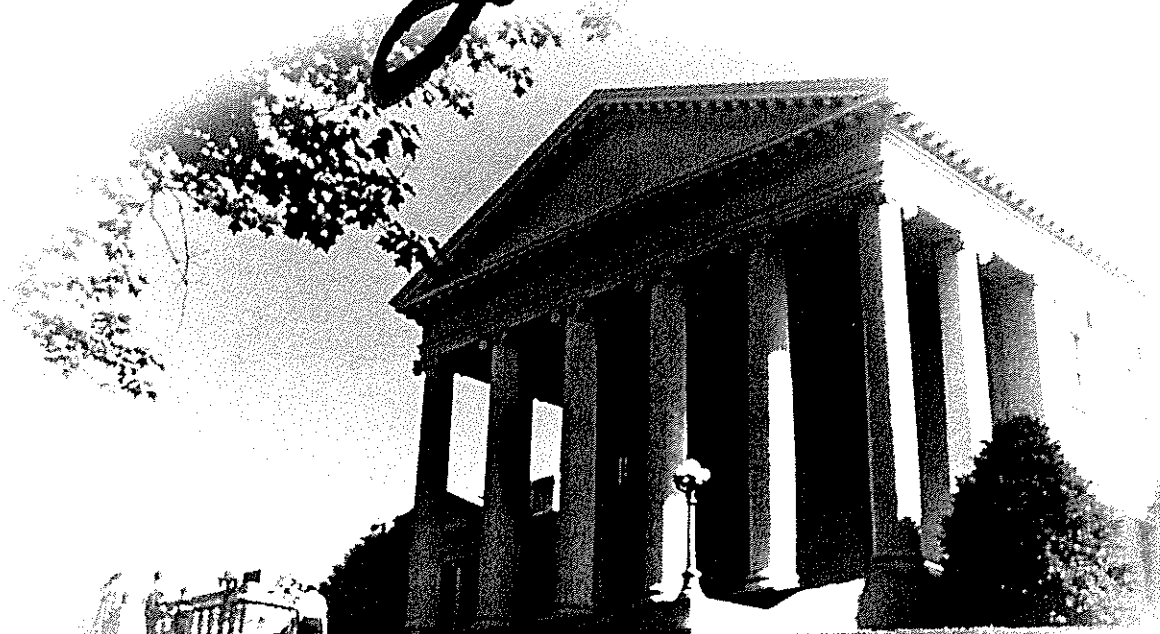
**ATTACHMENT 1**

# Come Home

to



# Virginia



NACo Conference 2007

Opportunities

Sponsorship

# NACo

## National Association of Counties

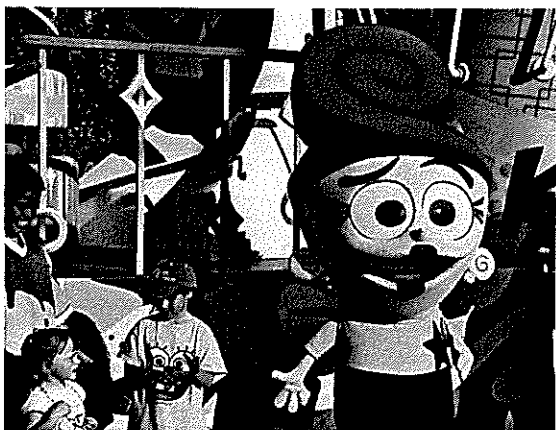


Photo Provided by: Paramount's Kings Dominion



Photo Provided by: Metropolitan Richmond Convention & Visitors Bureau

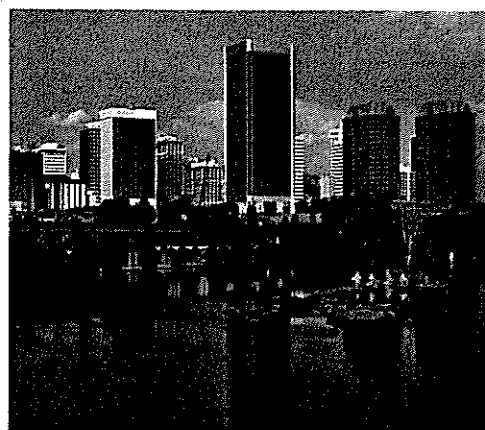


Photo Provided by: City of Richmond

### About NACo

The National Association of Counties (NACo) was created in 1935 when county officials wanted to have a strong voice in the nation's capital. NACo's membership totals more than 2,000 counties across the United States, and is the only national organization that represents county governments. With its headquarters on Capitol Hill, NACo provides an extensive line of services including legislative, research, technical and public affairs assistance, as well as enterprise services to its members. The association acts as a liaison with other levels of government, works to improve public understanding of counties, serves as a national advocate for counties and provides resources to help them find innovative methods to meet the challenges they face.

### What is the NACo Conference?

NACo's annual conference and exposition is the place for elected and appointed county officials to network, attend educational sessions and meet with companies that sell products to counties. As county governments are continually called upon to perform more services, this conference offers county officials and employees the best opportunity to discover new ways to address the needs of their constituents. In addition to educational sessions, the conference includes affiliate, steering and subcommittee meetings, state association meetings and social events.

### Who are the NACo Conference participants?

NACo Conference participants are key local government elected and appointed decision makers. These participants represent nearly every state and approximately 80 percent of the nation's population. Many attendees bring their spouses, significant others and children to the conference. Some events, such as the trip to Jamestown, are planned with the family in mind.

### Why Sponsor?

The "Come Home to Virginia" event represents a unique opportunity for private sector leaders to meet and interact with local government leaders from around the nation. This will be the first time Virginia has hosted the NACo conference. NACo expects more than 4,000 leaders, including elected officials and county administrators, to attend this conference. Your company can speak directly to the people who establish the agendas in the nation's counties.

*"NACo's Annual Conferences allow IBM invaluable access and exposure to County Governments. The Conferences give us an opportunity to showcase our local government products and services directly to NACo members. An added benefit is that we get real-time feedback from the members as well which helps us ensure that we are providing counties with the correct type of information."*

- Syd Dorsey, Marketing Manager, IBM Public Sector Industries



# A Wealth of Sponsorship Opportunities

*We welcome general conference sponsorships; the benefits are outlined on the back page of this brochure. Specific sponsorship opportunities are available for the special NACo events listed below.*

*Conference attendees and their families will enjoy Virginia's rich history and diverse cultural opportunities. The following options will afford our visitors a chance to socialize and network with their colleagues in a relaxed setting as they "Come Home to Virginia."*

## **Board of Directors Reception and Dinner**

*(July 14, 2007)*

The NACo Board of Directors and invited guests will gather for a dinner and reception at the Virginia Museum of Fine Arts.

## **Opening Ceremony**

*(July 15, 2007)*

On Sunday afternoon, a color guard and entertainment will kick off the "Come Home to Virginia" opening ceremony at the new Greater Richmond Convention Center. Attendees will enjoy the best culinary delights Richmond has to offer while listening to talented local musicians.

## **Five-K Run**

*(July 15, 2007)*

Runners will have the opportunity to experience the historic beauty of Richmond's famous Monument Avenue as they enjoy the beautiful Virginia summer weather. Prizes, souvenirs and refreshments will be offered to participants.

## **Conference Wide Event**

*(July 15, 2007)*

Virginia and America are celebrating the 400<sup>th</sup> anniversary of the founding of Jamestown in 1607. Hundreds of thousands of people visit Jamestown each year and millions are expected to visit during the 2007 celebration. All conference attendees will be taken to Jamestown. The event will include food, beverages and entertainment.

## **Volunteer Support**

This event utilizes many volunteers. Each volunteer will be recognized in different ways including receiving a t-shirt for identification.

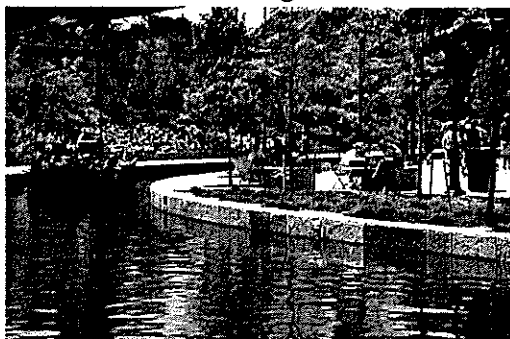


Photo Provided by: City of Richmond



Photo Provided by: Williamsburg Foundation/Virginia Tourism Corporation



Photo Provided by: Phillips/Virginia Tourism Corporation

*For information on how to sponsor NACo's 72nd Annual Conference, please contact Pete Smith at (804)748-1047 or via e-mail at [stithp@chesterfield.gov](mailto:stithp@chesterfield.gov). To learn more about NACo, please visit the NACo website at <http://www.naco.org/>*

Virginia   
is for Lovers



